

RJ REYNOLDS

TOBACCO COMPANY

COPY

S. R. MacLEOD
Region Operations Mgr

150 Lawrence Bell Drive
Suite #108
Williamsville, NY 14221
(716) 634-9232
Fax (716) 634-3145

October 18, 1996

RJR Account #396640
Mr. D. Spencer
MANCHESTER TOBACCO

DECEMBER DORAL B2G1F / PROMOTION #601794

Dear Dave:

DORAL B1G1F product, and Live product, has been ordered (see quantities listed below), as well as 90 skus of B2G1F sleeves (Item #515990) pack your December *Partners* display shipment to participating retail accounts. All additional pertinent promotional information is listed below:

DORAL STYLE	B1G1F UPC Code	#/ (6M) Cases B1G1F	LIVE UPC Code	#/ (12M) Cases LIVE
Full Flavor Kg	12300-22268	6	12300-16612	1
Light 100	12300-22264	6	12300-15212	1

Product / Premium Arrival:

November 18, 1996

Ship Date to Retail:

Week of: November 25, 1996

SKU CUBE:

1.0400

SKU WT (w/o Product):

4.0000 lbs

Retail Sales Offer per Sku:

20 units

Billing per Sku:

4 Savings Cartons

EFT \$ Amount:

\$2,127.05

Non-EFT \$ Amount:

\$N/A

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B2G1F

MANCHESTER TOBACCO

Promotion Description: Utilize self-contained shipper. Shipper has 20 buy-2-get-1 free sleeves. Buy-1-Get-1-Free product should be placed into the sleeve and an additional 'Live' pack inserted with it. B1G1F product will be pre-banded.

***SHIP ONE (1) DISPLAY TO EACH RETAIL ACCOUNT AS INDICATED ON THE
ATTACHED CUSTOMER LIST
SEE ENCLOSED 'WHOLESALE PACKING INSTRUCTIONS'***

A list of accounts authorized to receive packed displays is attached. RJR will reimburse you \$28.00 per live 12M case for all displays packed and shipped to retail on a timely basis. This equates to \$140.00 (5 (12M) case(s) @ \$28.00). Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell

Promotional Coordinator / 1610

/jc

cc: H. Battle

Note to RJR Manager:

Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

V-DECDOR.DOC

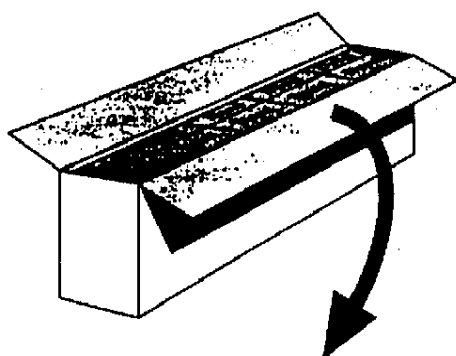
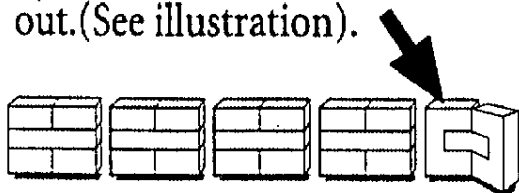
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WHOLESALE PACKING INSTRUCTIONS

VALUE-ADDED PROMOTIONS — 4TH QTR. '96

December DORAL National B2G1F (Buy 2 Packs Get 1 Pack Free)

Each white carton contains
Five Prebanded 2-Pack
B1G1F DORAL offers.
Four offers are banded side-
by-side. The fifth offer folds
out. (See illustration).



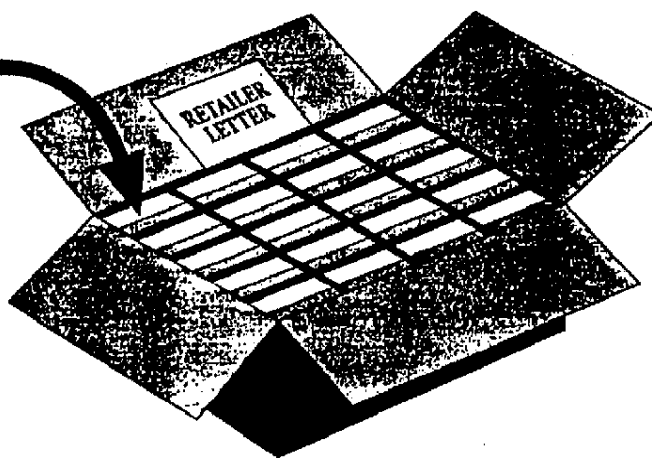
B1G1F
Pre-Banded Offer



"Live" Pack

STEPS

1. Open DORAL B2G1F shipping case.
2. Place 1 B1G1F offer into each DORAL sleeve. (Each case contains 20 offers).
3. Add 1 "live" DORAL pack of same brand style to each offer.
4. Retailer Letter REMAINS in case.
5. Close the case.
6. Ship to retailer.



Item: #515990

Description: DORAL B2G1F Sleeve Kit

Brand Style	FF Kg	Lt 100				
Number of Cartons	2	2				

 WHOLESALER: 396640 MANCHESTER TOBACCO

INSTRUCTIONS: DECEMBER PROMOTION: DORAL B2G1F

BRAND STYLES: FF / FF 100 / LT / LT 100

SHIP ONE (1) DISPLAY TO EACH RETAIL ACCOUNT LISTED

Supplier	Account	Territory	Name	Address	City	State	Chain ID	CCP	Volume
160416	105175	1122 04	DUPUIS COUNTRY STORE	ROUTE 3	GROVETON	NH		B 24	370
130784	347943	1122 04	OLD CORNER STORE	MAIN STREET	JEFFERSON	NH		A 12	118
	483098	1122 04	RON'S VARIETY	737 MAIN ST	BERLIN	NH		A 24	292
180169	524829	1122 04	VASHAW'S VARIETY	302 MAIN ST	GORHAM	NH		C 24	818
170481	550908	1122 04	BOTTLE KEG	CONWAY MARKET PLACE	CONWAY	NH		A 12	138
	579113	1122 04	DISC BEV & CIGARETTE	ROUTE 302 1130 EASTMAN ROAD	NORTH CONWAY	NH		C 24	2100
947137	104662	1122 06	PATRIOT'S CORNER GRO	29 OCEAN BLVD RT 1A	HAMPTON	NH		A 12	510
540302	104687	1122 06	CABOT ST GROCERY	125 CABOT ST	PORTSMOUTH	NH		A 12	500
831947	104695	1122 06	STOP & GO #705	1350 WOODBURY AVE	PORTSMOUTH	NH		A 12	280
524488	408128	1122 06	CENTER STREET TEXACO	ROUTE 101	RAYMOND	NH		B 24	1400
559714	481941	1122 06	SHORT STOP	968 MIDDLE RD	PORTSMOUTH	NH		A 24	145
	663108	1122 06	CONVENIENT GROCER II	51 HAMPTON RD	EXETER	NH		A 12	145
	696186	1122 06	SEACOAST SUBS N SODA	517 MIDDLE ST	PORTSMOUTH	NH		A 12	200
	754915	1122 06	THE LIGHTHOUSE	369 OCEAN BLVD	HAMPTON	NH		A 12	105
	755927	1122 06	SUDS N SODA	365 PORTSMOUTH AVE	GREENLAND	NH		C 12	350
918490	104856	1122 08	MAX'S COUNTRY STORE	RT 16-B	UNION	NH		B 24	600
918441	225118	1122 08	WAGON WHEEL CONV.	ROUTE 11	FARMINGTON	NH		C 24	1209
924682	582294	1122 08	TEN ROD ROAD GETTY	TEN ROD ROAD	ROCHESTER	NH		A 12	109
927175	601072	1122 08	POOR THOM'S BEVERAGE	ROUTE 125	BARRINGTON	NH		A 12	100
937648	692094	1122 08	DOVER POINT VARIETY	79 DOVER POINT RD	DOVER	NH		B 24	250
821958	755495	1122 08	STOP & GO #710	158 N MAIN ST	ROCHESTER	NH		A 12	125
531046	755751	1122 08	JJ'S MINI MART	220 ROUTE #16	SOMERSWORTH	NH		A 12	106
	703566	1636 05	BROOKFIELD AMOCO	177 FEDERAL RD	BROOKFIELD	CT		A 12	127
135176	105192	1638 01	NORTHROPS INC	275 MAIN ST	LISBON	NH		A 12	50
135338	105193	1638 01	KELLEY'S #308	MAIN ST	WOODSVILLE	NH	1610-01-00	C 24	591
435510	484497	1638 02	BIG JOHN'S COUNTRY	92 UNION ST	MILFORD	NH		A 12	231
935591	688415	1638 02	CONVENIENCE 101	362 GIBBONS HWY	WILTON	NH		A 24	364
340820	104064	1638 03	HIGH STREET MARKET	HIGH ST	KEENE	NH		A 12	110
642017	103053	1638 05	TURNERS VARIETY	38 CROSS ST	SALEM	NH		A 12	156
641528	307460	1638 05	ONE STOP MOBIL	134 N BROADWAY	SALEM	NH		A 24	398
645085	327760	1638 05	FREEDOM FUEL	128 W BROADWAY	DERRY	NH		A 24	148
	450283	1638 05	HILLTOP FOOD & DELI	33 INDIAN ROCK RD	WINDHAM	NH		A 24	101
	465963	1638 05	MIKES GROCERY & DELI	16 N MAIN ST	DERRY	NH		A 24	290
644059	543932	1638 05	NO LONDONDERRY EXXON	ROUTE 28 BY PASS 162 ROCKINGHAM ROAD	LONDONDERRY	NH	5474-00-00	A 24	366
641001	701000	1638 05	HIWAY SUPERETTE	91 W BROADWAY RTE 102	DERRY	NH		C 24	539
724698	717460	1638 05	THIRTY PINES TEXACO	2 ASHLIGH DRIVE	DERRY	NH		A 12	90
	755690	1638 05	DIAL MART	TINKHAM ST	DERRY	NH		C 12	706
	103219	1638 06	HENNIKER PHARMACY	PROCTOR SQUARE	HENNIKER	NH		A 24	127
632304	104868	1638 06	WAYSIDE GROCERY	RTE 28 & 11	ALTON	NH		A 24	300
631381	104875	1638 06	MOUNTAIN'S GEN. STORE	MAIN ST	CTR BARNSTEAD	NH		A 24	90
	105039	1638 06	106 BEANSTALK	RT 106	LOUDON	NH		C 24	350
857169	453224	1638 06	SPEEDWAY CON.	ROUTE 106	LOUDON	NH		A 24	121
653318	497498	1638 06	GUS'S COUNTRY STORE	ROUTE 106	BELMONT	NH		C 24	425
443450	562240	1638 06	HOMETOWNE MARKET	43 S MAIN ST	PENACOOK	NH		A 24	297
635509	576289	1638 06	BOSCO BELL STORE	ROUTE 28	BARNSTEAD	NH		A 24	232
655328	604756	1638 06	GUS COUNTRY STORE	ROUTE 3	TILTON	NH		A 24	116

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SIS - VAP SCROLL LIST

IMS904B1 PAGE: 078

WHOLESALE: 396640 MANCHESTER TOBACCO

INSTRUCTIONS: DECEMBER PROMOTION: DORAL B2G1F

BRAND STYLES: FF / FF 100 / LT / LT 100

SHIP ONE (1) DISPLAY TO EACH RETAIL ACCOUNT LISTED

Supplier	Account	Territory	Name	Address	City	State	Chain ID	CCF	Volume
	695820	1638 06	AIRPORT COUNTRY STOR	63 GILFORD EAST DR	GILFORD	NH		A 24	115
325589	703109	1638 06	CAREY'S MARKET	63 N MAIN ST	BOSCAWEN	NH		A 12	120
711342	104365	1638 07	MR MARKET INC.	297 SPRUCE ST	MANCHESTER	NH		A 24	662
166578	461399	1638 07	MERRIMACK GETTY	605 D.W. HIGHWAY	MERRIMACK	NH		A 24	180
	479524	1638 07	SOUTH MAPLE VARIETY	93 S MAPLE ST	MANCHESTER	NH		A 24	442
435513	481791	1638 07	BROAD STREET EXXON	103-105 BROAD STREET	NASHUA	NH	5474-00-00	A 24	370
	688630	1638 07	ROBO'S VARIETY	912 SOMERVILLE ST	MANCHESTER	NH		A 24	230
229740	730569	1638 07	SANDYS VARIETY	2281 CANDIA RD	MANCHESTER	NH		C 24	475
105629	755636	1638 07	CARON & SONS MOBIL	468 DANIEL WEBSTER HWY	MERRIMACK	NH		A 24	230
261051	90460	1638 08	JOHNNY'S TIRE & BATT	680 N MAST RD	GOFFSTOWN	NH	5474-00-00	A 24	150
	103187	1638 08	BUNNYS SUPERETTE	75 WEBSTER ST	MANCHESTER	NH		C 24	622
	104345	1638 08	SAINDON'S MARKET	250 DUBUQUE ST	MANCHESTER	NH		A 12	104
622779	104371	1638 08	AMOSKEAG MARKET	275 FRONT ST	MANCHESTER	NH		A 12	142
322095	198514	1638 08	TONYS KORNER KUBBARD	394 N STATE ST	CONCORD	NH		A 24	155
	302680	1638 08	RIVERSIDE EXXON	36 W RIVER RD	HOOKSETT	NH	5474-00-00	A 24	300
442279	317519	1638 08	VEANOS CON. STORE	146 LOUDON RD	CONCORD	NH		A 12	115
225334	458290	1638 08	ACADEMY FRUIT	266 BRIDGE ST	MANCHESTER	NH		A 24	200
823469	467016	1638 08	HARVEST FARM MARKET	995 GOFFSTOWN RD	MANCHESTER	NH		A 12	120
	555664	1638 08	DIAL DRUG	1558 HOOKSETT RD	HOOKSETT	NH		A 12	150
163424	557240	1638 08	HOOKSETT EXXON SHOP	1093 HOOKSETT RD	HOOKSETT	NH	5474-00-00	C 24	231
425591	597069	1638 08	CAPITAL FARMS	3 BROADWAY	CONCORD	NH		A 24	275
223622	649097	1638 08	JON-O'S MARKET	600 FRONT ST	MANCHESTER	NH		A 24	220
	683417	1638 08	EDDY ROAD STAR MART	245 EDDY ST	MANCHESTER	NH		A 12	80
	697362	1638 08	BRIDGE ST FOOD MART	24 LOUDON RD	CONCORD	NH		A 04	100
	712480	1638 08	UNCLE BOB'S	435 KELLEY ST	MANCHESTER	NH		A 12	160
	712596	1638 08	ANTHONY'S SOUTH ELM	37 ELM ST	MANCHESTER	NH		A 12	230
815581	714926	1638 08	CROSSTOWN VTY	270 AMORY ST	MANCHESTER	NH		A 12	120
836005	716330	1638 08	WEST SIDE EXPRESS MA	725 2ND ST	MANCHESTER	NH		A 12	100
	719677	1638 08	JT&B TEXACO	696 MAST RD	MANCHESTER	NH		A 12	40
	720822	1638 08	FOOD BASKET	72A WASHINGTON ST	CONCORD	NH		A 12	160
	754850	1638 08	PAAD'S MOBIL STATION	705 DW HIGHWAY	MANCHESTER	NH		A 12	104
845582	964646	1638 08	CANDIA GETTY	ROUTE 101	CANDIA	NH		A 24	330

Total Accounts 78

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12/09/96

ACCOUNT NUMBER: 396640
VOUCHER NUMBER: 15335258
DATE WRITTEN: 12/09/96
STATUS: PAID
AMOUNT PAID: 140.00

MANCHESTER TOBACCO
64 GRANITE ST
MANCHESTER , NH 3101
SEND CHECK TO: PAYEE

DESCRIPTION	UNITS	AMOUNT
DISPLAY ASSEMBLY	5.00	140.00

EXPLANATION: DEC DORAL B2G1F 601794 / HB

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